

Maryland's traditional manufacturing industry includes a diverse blend of companies, some over 100 years strong. Spanning the continuum is W.R. Grace, established in the 1800s, the second longest operating chemical company in the U.S. and a leading manufacturer of silica-based materials generating \$3.2 billion in 2012. The state hosts a variety of 21st century industries including defense electronics, aeronautics, systems engineering, medical diagnostics, specialty chemicals, software and aircraft engines. Maryland's 3,680 manufacturing businesses generate \$20.03 billion in gross state product.

Major Manufacturing Employers in Maryland

Employer	Employment	Product / Service
Northrop Grumman	9,790	Electronic systems
Lockheed Martin	7,500	Aerospace and electronics
W. L. Gore & Associates	2,390	GORE-TEX® products
MedImmune	2,290	Pharmaceuticals
McCormick & Company	2,100	Food flavorings
Under Armour	2,080	Sports apparel
BAE Systems	2,000	Defense electronics and aerospace
Perdue Farms	1,680	Poultry processing
BD Diagnostics	1,600	Medical/scientific equipment
Volvo Powertrain	1,500	Diesel engines and transmissions

Note: Numbers are rounded.

Source: Maryland Department of Business and Economic Development, April 2014.

Selected Rankings

- In the 2013 Business Facilities Ranking Report, the Port of Baltimore ranks third among U.S. ports, and the Baltimore Foreign Trade Zone #74 ranks third among top FTZs in merchandise received.
- The Port is one of the leading ports in the U.S. for automobiles and roll on/roll off (Ro/Ro) cargoes, offering specialized Ro/Ro services.
- According to TechAmerica's 2013 Cyberstates report, Maryland ranks fourth by employment in measuring and controlling instruments manufacturing with 12,200 jobs.
- According to U.S. News & World Report's Best Colleges survey, the University of Maryland College Park ranks in the top ten in undergraduate supply chain management/logistics.

Industry Snapshot – Manufacturing in Maryland

- Employment (2013) – 106,450 jobs
Leading subsectors:
 - Computer and electronic product manufacturing – 18,600 jobs
 - Food manufacturing – 14,400 jobs
 - Chemical manufacturing – 11,900 jobs
 - Printing and related activities – 7,900 jobs
- Business establishments (2013) – 3,680
- Total wages (2013) – \$7.37 billion
- Average salary (2013) – \$69,210
- Gross state product (2012) – \$20.03 billion
- Federal procurement (FY2013) – \$4.19 billion
- Exports (2012) – \$11.7 billion

Sources: Maryland Department of Labor, Licensing and Regulation; U.S. Bureau of Economic Analysis; U.S. Census Bureau.

Employment by Occupation

Maryland Employment – May 2013

Selected Occupations	Employment
Electrical and electronic equipment assemblers	3,320
First-line supervisors/managers	6,400
Helpers/production workers	3,890
Inspectors, testers, sorters, samplers, weighers	4,560
Machinists	2,600
Packaging and filling machine operators and tenders	3,060
Printing press operators	2,350
Team assemblers	4,790
Welders, cutters, solderers and brazers	2,260
Assemblers and fabricators, all other	2,630

Source: U.S. Bureau of Labor Statistics, Occupational Employment Statistics.

Assets & Resources

- **National Institute of Standards and Technology** – Supports U.S. innovation through research, measurements, standards, business services, and other programs.
- **University of Maryland College Park (UMCP)** – A highly ranked university in business administration, with excellence in undergraduate management information systems, and supply chain management/logistics. (U.S. News)
- **UMCP Center for Nano Manufacturing and Metrology** – Advancing the science and technology of manufacturing and realization of products based on unique properties achieved at the nanoscale.
- **UMCP Composites Research Laboratory** – Research and development activity in composite materials and structures.
- **Regional Manufacturing Institute (RMI)** – Represents the interests of manufacturers in Maryland, providing programs, services and advocacy.
- **Maryland Manufacturing Extension Partnership** – Focused on providing high quality solutions and programs to improve manufacturers' operations, spark innovation and increase growth.
- **Maryland World Class Consortia** – Helps organizations use world class techniques, such as lean and six sigma, to build competitive capacity.
- **World Trade Center Institute** – One of over 300 members of the World Trade Center Association, uniting businesses and government agencies in international trade.
- **Maryland Technology Enterprise Institute (Mtech)** – Educates the next generation of tech entrepreneurs, creates successful ventures and connects companies with university resources.

New & Expanding Businesses

- **Triton Metals** (St. Mary's County) – Received a \$5,000 grant through DBED's Partnership for Workforce Quality Program (PWQ), enabling it to enroll its 70 full-time employees in three training courses. The Hollywood (MD)-based manufacturer also plans to create 10 new positions. (August 2014)
- **Marlin Steel Wire Products** (Baltimore City) – Received a \$1.5 million bank loan backed by a \$500,000 loan guarantee through DBED's Maryland Industrial Development Financing Authority (MIDFA). The funding has helped the Baltimore-based manufacturer to purchase new equipment and hire four new workers. (August 2014)
- **Miller's Minuteman Press** (Baltimore County) – Will move its headquarters and production facility to a 36,450-square-foot building to be constructed in Owings Mills. The graphic design, print and

mailing services firm expects to double its workforce of 75 by the end of its second year in the new facility. (April 2014)

- **VSP Global** (Baltimore County) – Leased 4,000 square feet in Halethorpe to assemble prescription eyeglasses and could hire up to 40 within the next two years. The California based optical lens maker is also poised to make lenses for Google Glass after the wearable-computer product launches later this year. (March 2014)
- **Fuchs North America** (Carroll County) – Will relocate its operations from Baltimore County to a 200,000-square-foot LEED-certified facility in Hampstead. The German-based spice manufacturer currently employs 168 in the Baltimore area and is expected to invest at least \$16 million on land acquisition and construction. (January 2014)
- **Hunter Douglas Northeast** (Allegany County) – Will add 250 more employees by July as the window fashion manufacturer gears up to meet the demands of customers for its products. In addition to production jobs, the Netherlands-based company will also hire for customer service and management positions. (December 2013)
- **Black-Eyed Susan Brewery** (Howard County) – Signed a 15-year lease on a 22,500-square-foot warehouse in Columbia for an estimated \$2 million capital investment. The owner also recently purchased brewery equipment and plans to begin full-scale operation in April. (December 2013)
- **Volvo Group** (Washington County) – Will hire an additional 140 new employees at its facility north of Hagerstown as part of a \$30 million expansion project. The Sweden-based engine and transmission manufacturer currently employs about 1,500 workers at this facility. (October 2013)
- **Valley Pride** (Washington County) – Purchased the former Good Humor-Breyers ice-cream plant in Hagerstown for about \$4.5 million and plans to begin milk and ice-cream production this fall under the Shenandoah Family Farms Cooperative label. The group of 21 family farms based in the Harrisonburg, Virginia area will hire approximately 35 full-time workers initially and up to 200 as the market and production grow. (August 2013)
- **Strata Safety Products** (Garrett County) – Will be the first business to occupy the Keyser's Ridge Business Park in Grantsville. The Atlanta-based manufacturer of mining and construction safety equipment will construct a 12,000-square-foot facility by the end of 2013 and create 25 permanent, full-time jobs. (July 2013)

Programs & Incentives

- **Maryland Small Business Development Financing Authority** – Assists small businesses that are unable to qualify for business financing through normal financing channels, including businesses owned by economically and socially disadvantaged entrepreneurs.
- **Maryland Industrial Partnerships** – Accelerates commercialization of technology by jointly funding collaborative R&D projects between companies and University System of Maryland faculty.
- **Maryland Venture Fund** – State funded seed and early-stage equity fund.
- **Maryland Technology Development Corporation** – Facilitates technology transfer from academic and federal labs into the private sector with seed funding, technical assistance and entrepreneurial support programs.
- **Enterprise Zone Tax Credit** – Real property and state income tax credits for businesses locating in zones making capital investments and creating new jobs.
- **Research & Development Tax Credit** – Credit for R&D expenses for certified businesses.

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